



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN ALABAMA

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in ALABAMA (Fiscal Year 1999 thru 2003)

Companies Supported:	37
Communities Supported:	15
Value of Exports Supported:	\$108 million
Value of Exports Supported - FY 2003:	\$ 18 million

EXPORT-IMPORT BANK *of the* **UNITED STATES**

Southwest Regional Office

Alabama, Texas, Oklahoma, Louisiana, Mississippi,
Arkansas, Tennessee, Colorado, New Mexico

281.721.0465 • www.exim.gov

March 2004

Ex-Im Bank Success Stories

Forest Technologies Inc., in **Daphne, Alabama**, is a small company that formulates special-order chemicals for oil and gas producers, industrial manufacturers, and medical facilities. This three-person small business successfully used Ex-Im Bank's short-term insurance to insure a line of credit from **AmSouth Bank** to a bank in Bolivia to cover shipment of its products. The company anticipates continued use of Ex-Im Bank insurance to expand exports to **South America**.

Tricorp Inc. is a **Mobile, Alabama**, small business exporter of agricultural equipment from 25 U.S. manufacturers. This 13-year old company recently used Ex-Im Bank's short-term insurance to cover a sale to **Argentina**. "In the past, we had the idea that Ex-Im Bank was only for big companies like Boeing, but in recent years, we've seen that Ex-Im Bank has changed its focus to help more small companies like ours," said Tricorp partner, Dusko Bruer. "Arranging the insurance for the Argentina sale was smooth and easy, and we anticipate using Ex-Im Bank to insure more of our sales."

E.S. Robbins Corporation, a small business with 145 employees that was established in 1967, uses Ex-Im Bank insurance to increase its international business. The company, located in **Muscle Shoals, Alabama**, produces horse fencing, plastic chair mats, and strip doors, and exports account for about 10 percent of its total sales. "Working with Ex-Im allows us to increase sales overseas without risking our employees or our business," said Ron Mansel, the company's vice president.

Moore-Handley, Inc., a 117-year-old **Birmingham, Alabama** small business, has used Ex-Im Bank credit insurance to insure its goods when exporting to the **Caribbean region**. Moore-Handley is a distributor of hardware products and has approximately 350 employees.

Random Corporation, a 16-year-old small business, has used Ex-Im Bank insurance since 1998 to insure its exports of products ranging from tires and boxes to medical equipment. The company, located in **Birmingham, Alabama**, exports 100 percent of its products to **Honduras, Belize, El Salvador**, and other countries. "Having the insurance policy has strengthened our position with suppliers," said Karen Bowen, the company's owner. "Many are wary of international business, but having invoices insured by Ex-Im enables us to procure credit terms with suppliers, thus enabling us to increase our sales and offer terms to our clients."